

FIG. 1



BUY/SELL PROCESS FLOW

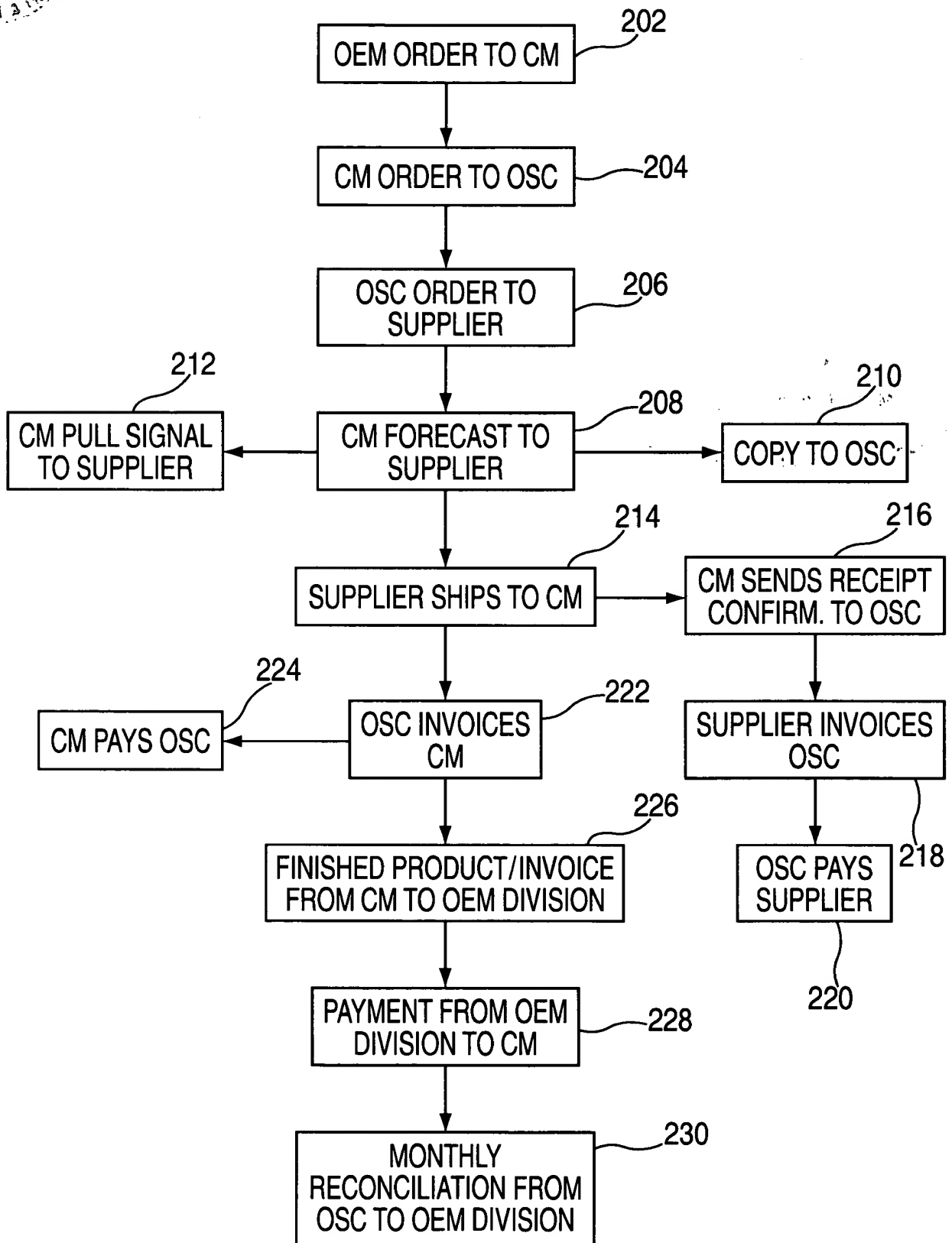


FIG. 2

300

INDICATE THE EXCEPTION LOGISTIC IN THE SPACE PROVIDED FOR THE COMMODITY INVOLVED.

MARK OFF THE CM AWARDED BELOW AND LIST THE SPECIFIC CM LOCATION.

EXCEPTION BUSINESS CASE:	
ACTION:	
APPROVAL SIGNATURE	
	DATE

FIG. 3



EXCEPTION FLOW GUIDELINES

PREFERRED SOURCING LOGISTIC	EXISTING CM		NEW CM (PROJ. SAVINGS/YR)
	EXISTING SUPPLIER (PROJ. SAVINGS/YR)	NEW SUPPLIER (PROJ. SAVINGS/YR)	
CM DIRECT BUY W/ OEM BENCHMARK	N/A	N/A	N/A
OEM DIRECTED SOURCING	N/A	NO LIMIT BY P/N TOTAL SAVINGS W/ SUPPLIER > \$50K	NO LIMIT BY P/N TOTAL SAVINGS W/ CM > \$100K
OEM BUY/SELL	\$10K PER P/N	\$10K PER P/N TOTAL SAVINGS W/ SUPPLIER > \$100K	\$10K PER P/N TOTAL SAVINGS W/ CM > \$250K

FIG. 4



COST DRIVERS

SOURCING DIRECTIVE	NEW SUPPLIERS	NEW CM
OEM DIRECTED SOURCING	-RFQ / CONTRACT	-ORDER BOOK LINK -DCF
OEM BUY/SELL	-EDI -VMI	-EDI -VMI -A/R

FIG. 5